

Michael P. Winstead
5201 Bodie Lane
Greensboro NC 27455
Phone: (336) 215-0425
mwinstead3@triad.rr.com

Business Summary

A management professional with extensive experience in textile operations developing and directing the functions of quality control, production scheduling, purchasing, manufacturing, logistics and distribution, sub-contract manufacturing, and sales. For the last eight years have been a licensed General Contractor planning, developing and building single and multi-family housing projects with sales over \$15m.

Business Experience

Winstead Construction & Development, LLC - Owner / President 2001 - Present
Greensboro, North Carolina

Manage all phases of planning, development, budgeting, contract negotiations, and procurement. Personally supervised and direct all site preparation, underground utility installation, and building construction processes utilizing subcontractors.

- Built and sold eight single-family homes totalling \$1.6m sales in sales.
- 75% complete on ninety-four total town homes in four different developments. \$14.2m
- Served as site superintendent for Mega Builders LLC on two apartment developments with total 148 units and two club houses in addition to a multi-use project containing 6 retail units and 18 condominiums.

Four Seasons Screen Printing & Embroidery – General Manager 1997 - 2001
Murrells Inlet, South Carolina

- Managed all aspects of screen print and embroidery production, shipping, quality control, purchasing, and sales.
- Established and maintained regular personal appointments with customer account base including Nike, Reebok, Adidas, Abercrombie & Fitch, Nautica, and Old Navy.
- Exceeded \$10m in annual sales of screen print and embroidery products.

Umbro USA – Vice President, Operations - Greenville, South Carolina 1995 - 1997

- Provided Umbro brand active-wear and team apparel and Umbro brand hard goods for the wholesale, retail, and team sports industry.
- Managed cut and sew manufacturing (plants located in Greenville, SC and Whiteville, NC), purchasing, engineering, quality control, production and inventory control, sub-contract manufacturing and decorating, and distribution

Salem Sportswear (Fruit of the Loom) – Vice President, Operations 1993 – 1994
Hudson, New Hampshire

- Participated in developing the business plan and parameters to provide decorated sports-licensed activewear apparel for the wholesale, retail, and team sports industry utilizing Fruit of the Loom products.
- Managed production and inventory control, quality control, purchasing, screen print and embroidery manufacturing in New Hampshire and Alabama, price negotiations and logistical coordination of sub-contract manufacturing, and distribution.

Sara Lee Knit Products – Team Hanes – Director Logistics / Distribution 1989 - 1992
Winston – Salem, North Carolina

- Coordinated all product procurement, sub-contract production, and distribution for the company's decorated sports-licensed apparel division.
- Member of management team that developed, implemented, and managed the direct-to-retail quick response production and distribution order replenishment system for over 30k sku's.

Director of Quality Assurance - Kayser Roth Hosiery 1986 - 1989

Plant Manager – Sara Lee Hosiery 1980 - 1986

Production Manager – Sara Lee Hosiery 1978 - 1980

Manager Manufacturing Administration – Sara Lee Hosiery 1976 - 1978

Division Cost Accounting Manager – Sara Lee Hosiery 1971 - 1976

Office Manager – Sealtest Foods, Kraftco Corp. 1969 - 1971

Education: BS degree: Accounting, Barton College – Wilson, NC 1969

Licenses held: Real Estate Broker, NC #30942
General Contractor North Carolina (#48546) Unlimited, Building
General Contractor South Carolina (#G104820) BD3

Past Civic Affiliations: President Marlboro County, S.C. Rotary Club
President Marlboro County United Way
Vice Pres Marlboro County Chamber of Commerce
Vice President Marlboro County Arts Council